### The Aerospace & Defense Forum

Facilitating Business Communication, Collaboration, & Commerce

"How Accelerated Product Development can lead to costeffective Innovation and move a company forward"

Presenter:

Agustin Garcia
Sr Manager Business Development
Motivo

Santa Clarita Valley Chapter Meeting

Tuesday, March 21, 2023

In-Person Meeting: Networking & Breakfast: 7:15-7:45am Meeting: 7:45-9:00am Pacific Time

#### Click here to register

Both members and non-members must register to attend.

Registration for the meeting will close 24 hours before the event to give time to send parrking passes.

#### **In-Person Registration Fees**

Free - A&D Forum member &
Corporate Members
\$35 - Non-member (until March 14)
\$45 - Non-member (after March 14)



"How Accelerated Product Development can lead to

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Please register as an A&D Forum member ONLY if you have a currently active membership.

Claimed memberships will be verified before the meeting and erroneous registrations will be cancelled.

#### To Attend

NOTE: You MUST RSVP to receive a parking pass which is required for parking. Registration will close 24 hours before the meeting (i.e., at 7:30am, March 20) to give enough time to get attendees the parking passes. Click here for a map with directions and Lot 14 parking location.

The meeting room is at:

Dr. Dianne G. Van Hook University Center UCEN Room 258 College of the Canyons 26455 Rockwell Canyon Road Valencia, CA 91355

## 2023 Santa Clarita Valley Chapter Sponsor



Santa Clarita Valley Chapter Steering Committee

# cost-effective Innovation and move a company forward"

#### Presenter:

# Agustin Garcia Sr Manager Business Development Motivo

There are critical considerations for using an outside engineering source for faster, more innovative and effective product development. An outside led product-development firm can not only be faster, but less expensive while helping you build your IP.

We will discuss the dimensions of innovation, what keeps companies from taking a leap, who should be taking the leap and provide successful product-development examples that became pioneering projects for eVTOL Aerospace, autonomous farming and novel automation for food processing.

#### Presenter



Agustin
Garcia has
worked for
Motivo
Engineering
for two years
as the head
of Business
Development
and comes

from an extensive background working for both legacy and new Space companies. He started at the Lockheed Martin Skunk Works in the Antelope Valley, then Lockheed Martin Space in Sunnyvale and b

- Eric Jensen, (Chapter Chair) President, Jensen Next Level Consulting
- **Dom Fattore**, Senior Vice President, Team Lead, City National Bank
- **Brian Williams**, Aerospace CEO and Operating Professional
- **Allen Goad**, President, Motivo Engineering
- Nathan Hurvitz, Dir. Of Laser Systems, Ecotec Solutions Inc.
- Holly Schroeder, President & CEO,
   Santa Clarita Valley Economic
   Development Corporation
- Sue Arellano, Director of Business Assistance, Santa Clarita Valley Economic Development Corporation
- **Pete Woll**, EVP Business Development, Crean & Associates
- Jim Savitz, Managing Director, BTSC Services
- Mike Myers, Partner, InVista Associates

## The Executive Steering Committee of The Aerospace & Defense Forum

- **Michael Coburn,** CEO, All Metals Processing of Orange County
- Peter Collins, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
- Alan McIntosh, President, Verify, Inc.
- Michael Boyle, President, BOBsearch
- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings & Co-Founder, The A&D Forum
- Ivan Rosenberg, Managing Partner, InVista Associates, & Co-Founder and Executive Director, The A&D Forum

A&D Forum Executive Director Ivan Rosenberg irosenberg@aerospacedefenseforum.org 818-505-9915 ack to Southern California at Virgin Galactic. Working at Motivo has also provided Agustin with detailed insight on technology trends in different commercial verticals starting with Mobility to Aerospace to Climate Tech to the automation industry -- just to name a few.

Agustin holds a Bachelor's Degree in Mechanical Engineering from UCLA, a Master's degree in Engineering from Purdue University and is the Mexican-American Engineering Society's (MAES) "Bravo Brillante" National Award winner.

#### The Aerospace & Defense Forum

is a global aerospace and defense leadership 9-chapter community of over 2400, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

AerospaceDefenseForum.org